



State of California
Employment Training Panel

Training Proposal for:

Electrosonic, Inc.

Agreement Type: \$75,000 or Less

Agreement Number: ET09-0197

Panel Meeting of: **July 25, 2008**

ETP Regional Office: **North Hollywood**

Analyst: N. Weingart

CONTRACTOR:

- Type of Industry: Manufacturing:
Priority Industry: ☒ Yes ☐ No
- Contractor's # of Full-Time Employees:
 - California: 60
 - Worldwide: 300
 - Number to be trained: 43
- Manager/Supervisor: 16%
- Turnover Rate: 15%
- Repeat Contractor: ☐ Yes ☒ No
- Substantial Contribution: ☐ Yes: ☒ No

CONTRACT:

- Training Project Profile: Priority/Retrainee
- ETP Funding Amount: \$64,242
- In Kind Contribution: \$76,740
- Average Cost per Trainee: \$1,494
- Post Retention Wage Range: \$14.02 to \$55.00 for all Job Numbers
- Health Benefits: \$2.02 per hour
- Occupations to be Trained: Designer, Engineer, Project Administrator, Installation Technician, Administrative Staff, Sales Staff, Manager

- Training Menu:

<input checked="" type="checkbox"/> Computer	<input type="checkbox"/> Management
<input type="checkbox"/> Commercial	<input checked="" type="checkbox"/> Business
<input checked="" type="checkbox"/> Cont. Improvement	<input type="checkbox"/> Other:
- Advanced Technology: ☒ Yes ☐ No
- Range of Hours: 24 to 100 Weighted Avg: 83
- Multiple Job Numbers: ☐ Yes ☒ No
- County(ies) Served: Los Angeles
- Union Representation: ☐ Yes: ☒ No
- Subcontractor: Custom Corporate Communications, Redondo Beach, Business Skills and Continuous Improvement training for an amount to be determined, and project administrations for an amount not to exceed 13% of funding earned.
- Third Party Services: California Manufacturers & Technology Association, Sacramento, project development and application completion at no cost to the Contractor.

INTRODUCTION

Electrosonic, Inc. (Electrosonic), located in Burbank, develops, designs, tests, and installs fully-integrated audio-visual systems comprised of any combination of projection, audio, video, single or networked interactive computers, MIDI Show Control, and event scheduling. The company is eligible for ETP funding as a manufacturer under Title 22, California Code of Regulations, Section 4416(d)(1,2), and wishes to retrain its workforce to become more efficient in order to remain competitive and maintain its reputation in the industry for high quality products and services.

Waiver

Electrosonic is requesting \$26 per hour Advanced Technology reimbursement for three courses (Cisco Certified Network Engineer, Certified Video Engineer, and Understanding Networks) that will be given to a maximum of 12 designers and engineers earning a minimum of \$28 per hour. The Company's representative stated that these courses require highly-skilled trainers that normally charge per person or per class. Estimates for the classes in this Agreement range from \$1,400 per person for a 2-day class (16 hours), or \$87.50 per hour per person, up to \$2,000 per day for an 8-hour class (i.e., \$250 per hour): 4 trainees x \$26 per hour = \$104 per hour to 8 trainees x \$26 per hour = \$208 per hour, both of which exceed standard ETP reimbursement rates.

RECOMMENDATION

For the reasons set forth above, staff recommends approval of this proposal and Advanced Technology reimbursement.